



ODDO BHF

*ODDO BHF Corporate Finance*



# The leading independent Franco-German financial group

## Asset Management

€54bn+

assets under management

## Private Wealth Management

€53bn

assets under management

## Corporates & Markets

### Corporate Finance

The independent Franco-German investment bank focusing on French and German midcaps

### Securities

Leading-edge research activities on the equity and bond markets at the heart of intermediation

## Capital Structure

ODDO FAMILY

65%

EMPLOYEES

25%

OTHERS, OF WHICH:

- › Téthys (Bettencourt-Meyers)
- › Thierry Lombard and Pierre Landolt
- › Natixis

10%

€727m Net Banking Income	2,700 Employees	€1,103m Equity
BBB+ Fitch Ratings*	€128bn Clients Assets	17.3% Solvency Ratio

Source: ODDO BHF data as of 31/12/2022  
Note: \*Stable outlook

# Overview of the Corporates & Markets division



Corporate Finance	Equities	Fixed Income	International Banking	Corporate Banking	Metals	Foreign Exchange
<ul style="list-style-type: none"> <li>35 FTEs</li> <li>Extensive network in Europe</li> <li>Unique Franco-German franchise</li> <li>Highly recognized expertise on 5 verticals</li> </ul>	<ul style="list-style-type: none"> <li>&gt;200 FTEs of which 70 analysts, and 40 Equity Sales (Europe &amp; US)</li> <li>#1 Overall Broker France, Benelux &amp; Germany</li> <li>#3 in ECM transactions in the Euro Zone</li> <li>600 roadshows</li> <li>Long-term partnership with Natixis</li> </ul>	<ul style="list-style-type: none"> <li>38 FTEs, sales traders &amp; research analysts</li> <li>#1 European Fixed Income Research</li> <li>#1 European High Yield in Europe since 2016</li> <li>880+ clients</li> <li>270+ companies covered</li> </ul>	<ul style="list-style-type: none"> <li>50 FTEs</li> <li>Unique network in Emerging Markets</li> <li>Strong positioning in Africa &amp; South-East Asia</li> <li>Letters of credit, pre-export financing, and structured finance</li> </ul>	<ul style="list-style-type: none"> <li>15 FTEs</li> <li>Access to German corporates</li> <li>Corporate loans, payments &amp; financial advisory</li> </ul>	<ul style="list-style-type: none"> <li>15 FTEs</li> <li>Acknowledged expertise in aluminum, copper and zinc</li> <li>Specific know-how combining hedging &amp; logistics</li> </ul>	<ul style="list-style-type: none"> <li>10 FTEs</li> <li>FX trading in all major currencies and in many emerging market currencies</li> <li>More than €16bn of assets under administration</li> </ul>



# Our team of senior professionals




LAURENT BONNINI  
Managing Partner – Debt Advisory



JEAN-FRANCOIS DELPECH  
Managing Partner – TMT & Infra



LAURENT BUIATTI   
Managing Partner Switzerland  
Managing Director – Healthcare & FIG



MARC ANTAO  
Managing Director – Public M&A




THOMAS DEVINEAU  
Managing Director – Food & Beverage  
(F&B)



NICOLAS ECOT  
Managing Director – Shipping & F&B




JOHANNES V. NEIPPERG   
Managing Director – M&A Germany



STÉPHANE REMUS-BOREL  
Managing Director – Real Estate



DR. DIETMAR SCHIEBER   
Managing Director – Capital Market  
Advisory (CMA)

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## Senior Advisors



SIXTE DE GASTINES  
Shipping



PHILIPPE HETLAND  
BRAULT  
Shipping



MICHEL LEONARD  
Food & Beverage



ERIC NICOLAS  
Food & Beverage



VINCENT RIETZLER  
Biotech ECM

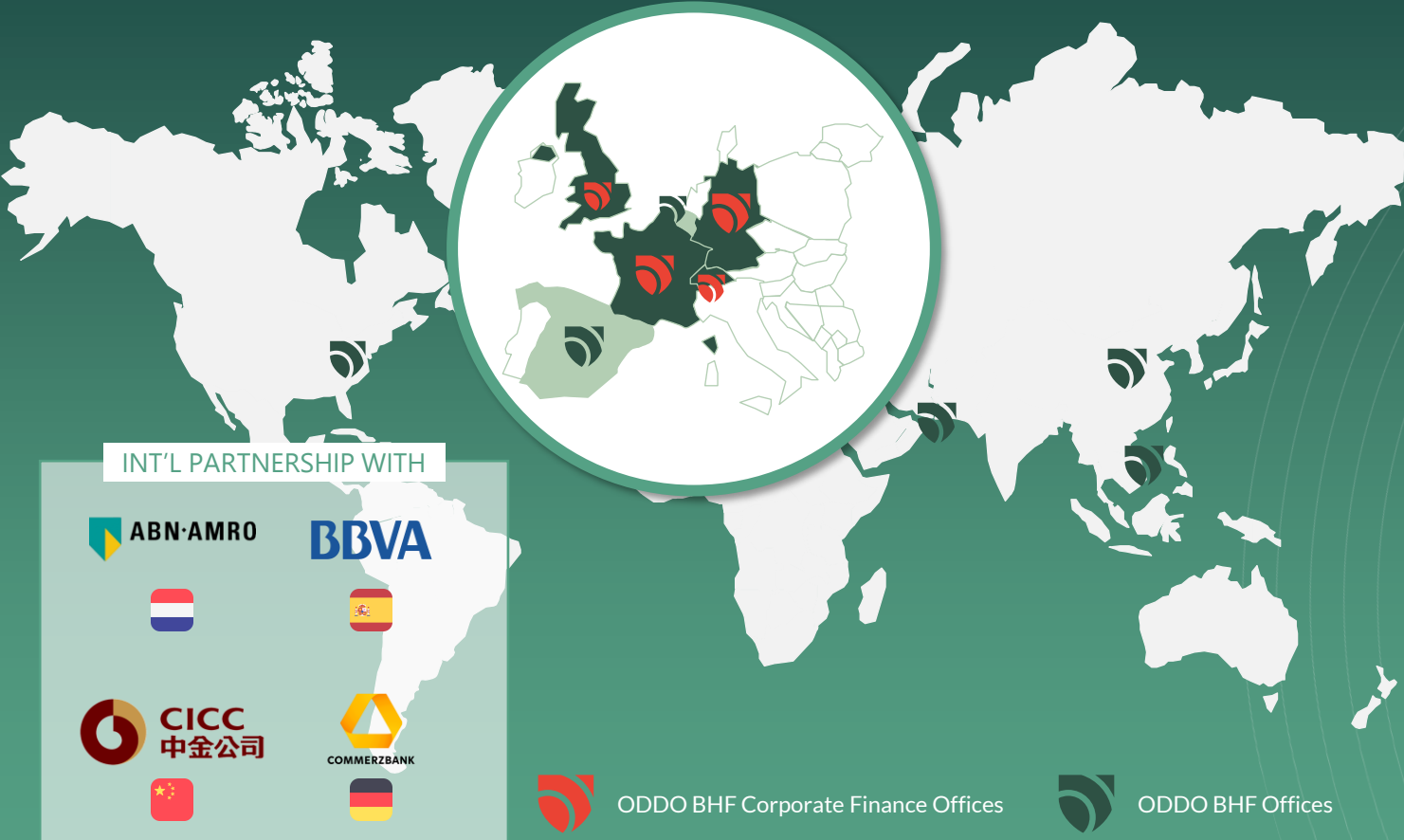


NADINE VELDUNG   
Special Situations



FRÉDÉRIC DE  
VILLÈLE  
M&A France – F&B

# Our platform: a global reach through our 35 offices globally



### Key figures

Deals focus	Bankers
Up to €500m	35
Deals per year	Industry verticals
c.30	5
	AgriFood Healthcare Real Estate Shipping TMT



# Our unique positioning: integrated & independent investment bank

**1 Entrepreneurial & independent spirit in our DNA**  
 Long-term focus, fighting and relentless spirit protecting our client's interest

**35**  
Boutique-sized team

**~75%**  
Of the team is shareholder

**>85%**  
Share of deals with entrepreneurs-led companies

**2 We benefit from the group's platform with access to key expertise**  
 Private Wealth, Equity Research (700+ stocks covered), Asset Management (PE...)

**3 European platform with unique access to key stakeholders European wide**  
 Over the years, we have tied strong links with entrepreneurs across Europe

**4 Deep Expertise & knowledge on 5 specific sectors**  
 AgriFood, Healthcare, Real Estate, Shipping & TMT

AgriFood Healthcare Real Estate Shipping TMT & Infra.

**5 Multi-disciplinary & tailor-made corporate finance expertise**  
 We accompany our clients on all type of transactions, at any development stage

Debt Advisory ECM Public M&A Special Sit. CMA



# *What we do*

*Thanks to our independence and our unique DNA, we carry out high-end and tailor-made transactions for founders & family-owned companies, listed companies and Private Equity funds*

## ADVISORY

*Over the years, ODDO BHF teams completed a large number of M&A transactions covering mergers, sell-side & buy-side deals, leveraged buy-outs, divestitures, secondary transactions & other restructurings. We have developed unique expertise in dealing with complex transaction structuring, intensive levels of due diligence and harsh negotiation processes*

## CAPITAL MARKETS

*Thanks to our pan European network of partners ODDO BHF has a long-lasting and one of the most recognized experience in Public transactions. From IPOs to Take private and Public M&A, we are able to carry out any type of listed transactions Europewide*



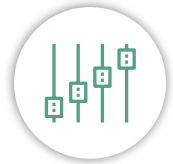
# *An integrated & independent advisory team*

## *Advisory*



### MERGERS & ACQUISITIONS

LBO / Fundraising / Strategic alliances either Sell-side or Buy-Side



### DEBT ADVISORY

Recapitalization / Acquisition Financing / LBO Financing / Capex line / RCF



### SPECIAL SITUATIONS

Debt & Equity restructuring

## *Capital Markets*



### EQUITY CAPITAL MARKETS

IPO / Accelerated Book Building



### PUBLIC M&A

Public tender offer / Take Private (P2P) / Block Trades



### DEBT CAPITAL MARKETS

Structuring and implementation of tailor-made financing solutions



# Our latest transactions

(1/2)

 <p>For the acquisition of</p>  <p>Ongoing</p>	 <p>For the sale to</p>  <p>2023</p>	<p>LATOUR CAPITAL OPERATIONAL EQUITY</p> <p>Investment in</p> <p>EUROPEAN DIGITAL GROUP</p> <p>Alongside</p>  <p>2023</p>	 <p>Obligations Relance &gt; €25m (Bonds partially secured by the French State)</p> <p>2023</p>	 <p>For the acquisition of</p>  <p>2023</p>	 <p>Despicking with</p>  <p>2023</p>	 <p>Bank debt refinancing</p> <p>€30m</p> <p>2023</p>	 <p>For the acquisition of</p>  <p>2023</p>	 <p>Series A fundraising</p> <p>Qatari investors</p> <p>2023</p>	 <p>For the sale of</p>  <p>2023</p>
 <p>€30m equity financing with</p>  <p>2023</p>	 <p>For the sale of</p>  <p>to</p>  <p>2023</p>	 <p>€30m debt financing with</p>  <p>2023</p>	 <p>Backed by Keensight</p> <p>For the acquisition of</p>  <p>2023</p>	 <p>For the tender offer on</p>  <p>2022</p>	 <p>Backed by Keensight</p> <p>For the acquisition of</p>  <p>2022</p>	<p>M&amp;A and financing</p>  <p>For the sale to</p> <p>FRENCHFOODCAPITAL</p> <p>2022</p>	 <p>For the sale to</p>  <p>2022</p>	<p>M&amp;A and financing</p>  <p>For the sale to</p>  <p>2022</p>	 <p>For the sale to</p>  <p>2022</p>
 <p>Stock buyback tender offer</p> <p>2022</p>	 <p>For the take private of</p>  <p>2022</p>	 <p>For the sale of its subsidiary MG Silikon to</p>  <p>2022</p>	 <p>For the sale of its Dry Bulk transportation activity to</p>  <p>2022</p>	 <p>For the sale of its industrial assets to</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Capital Increase 31m€</p> <p>2022</p>	 <p>Series C</p> <p>€122m</p> <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Capital Increase 40.5m€</p> <p>2022</p>	 <p>Valuation mission</p> <p>2022</p>	 <p>For the investment of</p> <p>IK Partners</p> <p>2022</p>
 <p>For the sale of</p>  <p>2022</p>	 <p>For the simplified tender offer and squeeze out on</p>  <p>2022</p>	 <p>For their investment in</p>  <p>2022</p>	 <p>For their €30m investment in</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>IPO Euronext Paris €25.6m (incl. Greenshoe)</p> <p>2022</p>	<p>Exclusive financing advisor</p>  <p>RCF add-on €30m</p> <p>2022</p>	 <p>For their investment in</p>  <p>2022</p>	 <p>Acquisition of ADVA Optical Networking SE and subsequent listing on the FSE</p> <p>2022</p>	 <p>Public takeover offer to the shareholders of</p>  <p>2022</p>	 <p>For the merger with</p>  <p>2022</p>

# Our latest transactions

(2/2)

<p><b>telecolumbus</b></p> <p>€475m Capital Increase with subscription rights</p> <p>2021</p>	<p><b>CATHAYCAPITAL</b> 凯辉基金</p> <p>And other minority shareholders for the sale of</p> <p><b>SEAOWL</b></p> <p>2021</p>	<p>M&amp;A and financing <b>GROUPE LABEXA</b></p> <p>For the sale to</p> <p><b>Cerba</b></p> <p>2021</p>	<p><b>netiwan</b> GROUPE</p> <p>For the sale to</p> <p><b>fullsave</b> <b>eurofiber</b></p> <p>2021</p>	<p>M&amp;A and financing <b>FRENCHFOODCAPITAL</b></p> <p>For the acquisition of</p> <p><b>markal</b></p> <p>2021</p>	<p><b>sodexo</b></p> <p>Sale of its school catering business in Germany</p> <p><b>CERTINA</b> HOLDINGS AC</p> <p>2021</p>	<p><b>Exoneural</b> Network</p> <p>For the sale to</p> <p><b>ottobock.</b></p> <p>2021</p>	<p><b>SODIAL</b></p> <p>For the sale of</p> <p><b>ALFRAUER &amp; Augustenstraße</b></p> <p><b>MEGGLE</b></p> <p>2021</p>	<p><b>KEENSIGHT</b> CAPITAL</p> <p>For the acquisition of</p> <p><b>adista</b></p> <p>2021</p>	<p>Management of <b>Charles Alice</b></p> <p>For its reinvestment in the company</p> <p>2021</p>
<p><b>Pledg</b></p> <p>Fundraising €80m</p> <p>2021</p>	<p><b>adista</b></p> <p>For the acquisition of</p> <p><b>aycom</b></p> <p>2021</p>	<p><b>fullsave</b></p> <p>For the sale to</p> <p><b>eurofiber</b></p> <p>2021</p>	<p>Exclusive financing advisor</p> <p><b>Bastide</b> GROUPE</p> <p>Syndicated loan €255m</p> <p>2021</p>	<p>Exclusive M&amp;A and financing</p> <p><b>LUXEMPART</b> GROWING TOGETHER</p> <p>For the sale of a stake in</p> <p><b>EVARISTE</b></p> <p>2021</p>	<p><b>Centigon</b> Centigon Security Group</p> <p>Company advisor</p> <p>2021</p>	<p><b>PRIMETALS</b> TECHNOLOGIES</p> <p>For the sale of its French activities to</p> <p><b>MUTARES</b></p> <p>2021</p>	<p>SIB – family holding controlling group</p> <p><b>Bastide</b> GROUPE</p> <p>€36m financing of shares buy-back</p> <p>2021</p>	<p><b>atec</b></p> <p>For the tender offer and squeeze out on</p> <p><b>EOS</b> imaging</p> <p>2021</p>	<p><b>edoen.</b> GRANDISSONS LE PATER</p> <p>For the tender offer on</p> <p><b>mint</b> l'avenir se choisit aujourd'hui</p> <p>2021</p>
<p><b>CASIGRANGI</b></p> <p>For the simplified tender offer on</p> <p><b>SFC</b></p> <p>2021</p>	<p><b>PH</b> Philippe Hottinguer Finance</p> <p>For the tender offer and squeeze out on</p> <p><b>LA FONCIERE VERTE</b></p> <p>2021</p>	<p>Joint Bookrunner</p> <p><b>Lagardère</b></p> <p>Senior Bond €500m 1.75% - 2026</p> <p>2021</p>	<p>Joint Bookrunner</p> <p><b>CM.com</b></p> <p>Convertible Bond €100m 2026</p> <p>In partnership with <b>ABN-AMRO</b></p> <p>2021</p>	<p><b>DataQube</b></p> <p>Serie A €26m</p> <p><b>RGREEN</b> INVEST</p> <p>2021</p>	<p>Joint Bookrunner</p> <p><b>BASIC-FIT</b></p> <p>Convertible Bond €304m 2028</p> <p>In partnership with <b>ABN-AMRO</b></p> <p>2021</p>	<p><b>PAION</b></p> <p>€8m Capital increase with subscription rights</p> <p>2021</p>	<p>Joint global coordinator &amp; joint bookrunner</p> <p><b>JUST EAT</b></p> <p>Convertible Bond €1.1bn 2025 / 2028</p> <p>In partnership with <b>ABN-AMRO</b></p> <p>2021</p>	<p><b>RFR</b></p> <p>Public takeover offer to shareholders of AGROB Immobilien AG</p> <p>2021</p>	<p><b>ODDO BHF</b></p> <p>Part of the €53m Fundraising in</p> <p><b>WITHINGS</b></p> <p>2020</p>
<p><b>DIF</b> CAPITAL PARTNERS</p> <p>For the investment in</p> <p><b>ield.</b></p> <p>2020</p>	<p><b>evolem</b></p> <p>For the acquisition of</p> <p><b>Morel</b></p> <p>2020</p>	<p><b>initiative &amp; finance</b></p> <p>For the acquisition of</p> <p><b>Rondot</b></p> <p>2020</p>	<p><b>Ramsay</b> Santé</p> <p>For the sale of its subsidiary to</p> <p><b>BERGMAN</b> CLINICS</p> <p>2020</p>	<p><b>Pierre Fabre</b></p> <p>Structured Sale &amp; Lease Back c. €100m</p> <p>2020</p>	<p><b>global</b> #highgrowth.com</p> <p>For the carve out and sale of</p> <p><b>ExterionMedia</b> France</p> <p>2020</p>	<p>Exclusive M&amp;A and financing advisor</p> <p><b>BT</b> <b>BLUE</b></p> <p>For the investment from</p> <p><b>QUILVEST</b> CAPITAL PARTNERS</p> <p>2020</p>	<p>Co-Manager Europe</p> <p><b>POLYPID</b> OPTIMIZED THERAPEUTICS</p> <p>IPO US NASDAQ \$69m</p> <p>2020</p>	<p>Joint Bookrunner</p> <p><b>COMPLEO</b></p> <p>IPO Frankfurt SE €81m</p> <p>2020</p>	<p><b>Sofibus</b> Patrimoine</p> <p>For the sale to</p> <p><b>SEGRO</b></p> <p>2020</p>



# A leading European research platform



8 LOCATIONS

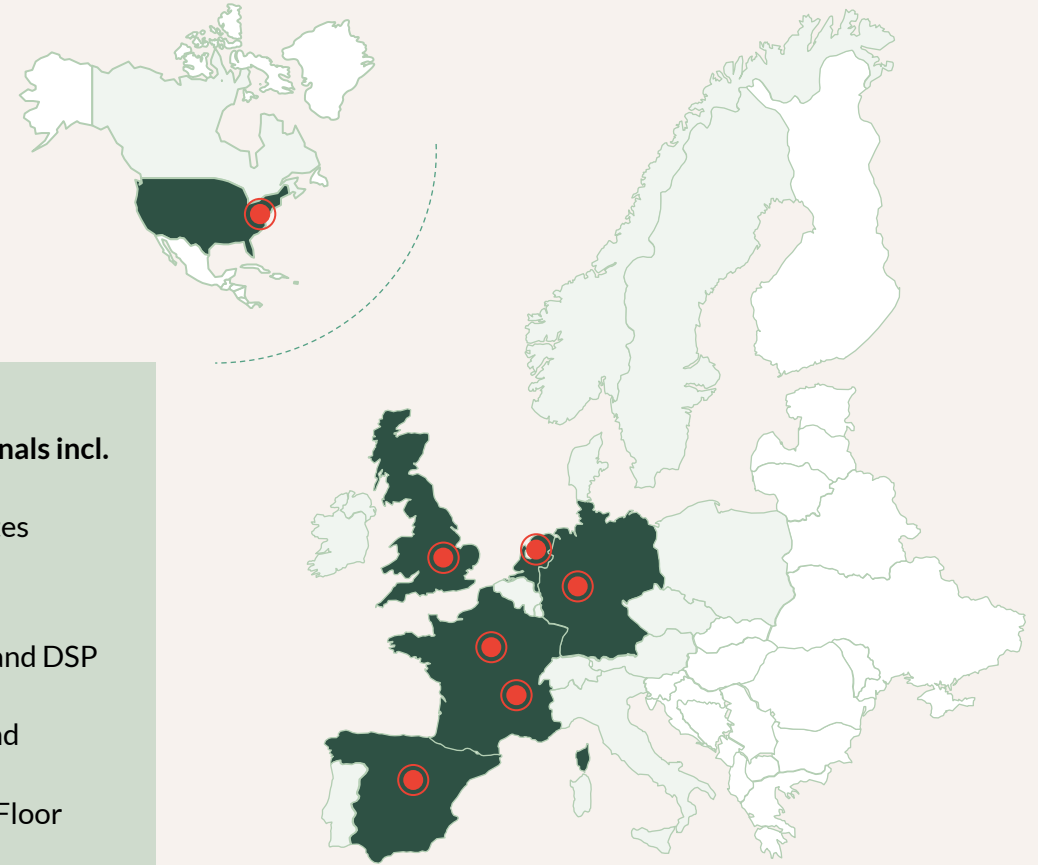
Paris & Lyon – Frankfurt – Amsterdam  
Madrid – New York – London – Tunis



5 PARTNERS



> 200 PROFESSIONALS



## People

200+ dedicated professionals incl.

- 70+ analysts & associates
- 40 Equity sales
- 20+ Sales Traders
- 10 Corporate Broking and DSP Traders
- c. 10 Market Makers and Electronic Traders
- c. 15 Market Makers – Floor Specialists
- 10+ Corporate Access



Local office

Remote coverage

Strictly Confidential

# Our latest ECM transactions

<p>Joint Global Coordinator</p>  <p>Rights Issue €380m</p>  <p>2023</p>	<p>Joint Bookrunner</p>  <p>Convertible Bonds €119m</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €141m</p>  <p>2023</p>	<p>Co-Lead Manager</p>  <p>Rights Issue €400m</p>  <p>2023</p>	<p>Joint Bookrunner</p>  <p>IPO Frankfurt SE €605m</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Rump Placement €72m</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €150m</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €111m</p>  <p>2023</p>	<p>Senior Lead Manager</p>  <p>Convertible Bonds €216m</p>  <p>2023</p>	<p>Joint Bookrunner</p>  <p>Convertible Bonds €330m</p>  <p>2023</p>
<p>Joint Global Coordinator</p>  <p>Rights Issue €750m</p>  <p>2023</p>	<p>Joint Bookrunner</p>  <p>Disposal €93m</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Rump Placement €168m</p>  <p>2023</p>	<p>Joint Bookrunner</p>  <p>ABB of rights €26.8m</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Disposal €733m</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €1.825bn</p>  <p>2023</p>	<p>Co-Lead Manager</p>  <p>IPO Frankfurt SE €447m</p>  <p>2023</p>	<p>Co-Lead Manager</p>  <p>Convertible Bonds €1bn</p>  <p>2023</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €490m</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Rights Issue €1.76bn</p>  <p>2022</p>
<p>Joint Global Coordinator</p>  <p>Capital Increase €31m</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Capital Increase €103m</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Capital Increase €594m</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Disposal €257m</p>  <p>2022</p>	<p>Co-Lead Manager</p>  <p>IPO Frankfurt SE €9.4bn</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Disposal €107m</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €50m</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Capital Increase €10.3m</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €212m</p>  <p>2022</p>	<p>Financial Advisor</p>  <p>Direct Listing on Euronext Brussels</p>  <p>2022</p>
<p>Joint Global Coordinator</p>  <p>Disposal €96m</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Capital Increase €254m</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>Rights Issue €705m</p>  <p>2022</p>	<p>PIPE Placement Agent</p>  <p>Business combination FL Entertainment &amp; SPAC PEACE Market cap: €4.1bn</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>SPAC IPO Frankfurt €115m</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Capital Increase €75m</p>  <p>2022</p>	<p>Joint Global Coordinator</p>  <p>IPO Euronext Paris €110m</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Spin-Off €1bn</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Capital Increase €454m</p>  <p>2022</p>	<p>Joint Bookrunner</p>  <p>Capital Increase €40.5m</p>  <p>2022</p>

Note: Transactions executed by the ODDO BHF Alliance (ODDO BHF, Natixis, BBVA, Commerzbank, ABN AMRO)



## Contact

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